

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, March 9, 2016, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Tony Center, Trey Cook, George Jackson, Joe Marinelli, Ben Polote Jr., Ruth Quattlebaum, Greg Sanders, Mark Smith and Trip Tollison **Members absent:** (1 seat vacant)
Also present: GIMTCA Counsels Tom Gray and Jon Pannell, Mary Mayle (SMN), Jeff Hewitt, Bob Coffey and SITCC staff Sherrie Spinks, Stephen Hall, Ronnie Hickman, Judy Johnson, Jamie Parks, Gail Terrell, Cate Cox and Amy Milum.

Chairman Smith convened the meeting at 11:02 am.

Mr. Smith asked for approval of the January and February minutes and treasurer's report. Motion made by Mr. Center; second by Mr. Cook, approved by voice vote.

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to Center budget for February, and a favorable year-end forecast. Mr. Hall reported an unfavorable variance to the Water Transportation budget for February, and year-end is forecasted to be on budget. Mr. Smith commented on the Westin's agreement to a POR increase from \$1.75 to \$2.50 retroactive to July 1, 2015 expected in the near future. Mr. Hall continued with the Authority's financials, noting a favorable performance for February; and forecasted year-end to be favorable compared to budget. Hotel/motel tax collections year to date are favorable to budget. Mr. Hall reviewed the FY 2017 Budget Assumptions memo enclosed in the board packet.

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 12 definite and 18 tentative bookings in February. Definite include the Association County Commissioners of Georgia – 2019/2020 Annual Meetings and the Chatham County Commissioners Mental Health Symposium. Additional highlights included the Creflo Dollar Ministries – 2016 Change Convention and tentative repeat business with Barbizon USA and the National Beta Club – 2017 Georgia Senior Beta Conference. Mr. Marinelli commented on the significance of tentatively scheduled Professional Convention Management Association Education Conference in 2017 which consists of the largest convention of meeting planners and event planners in the industry. Mr. Tollison commented on his upcoming business trip to the Industrial Asset Management Council Conference in which he will have an opportunity to 'sell' Savannah for the 2018 IAMC Forum. Ms. Brady continued with the year over year ('Pace') report and event statistics highlighting SCAD's confirmed 2-year contract for their college and career fair.

Mr. Smith asked for Counsel's Report. Mr. Gray responded no report at this time.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed SAVOR's February's financial statement and client comments.

Mr. Smith asked for the Operations Report. Mr. Hickman commented on the rehab of the public space restrooms. Mr. Hickman also updated the Authority on Capital Projects including F&B Smallwares, Two Way Radio Replacement and Phase One of the Convention Center carpet replacement.

Mr. Smith asked for the General Manager's Report. Ms. Spinks introduced one of the Trade Center's newly formed action groups, The Art Council, led by SAVOR's Regional F&B Director Jamie Parks. The Art Council provided a presentation on hosting art work from local schools, artists and civic groups at the

Convention Center. Several board members provided feedback and multiple local resources to assist with the Art Council's goal.

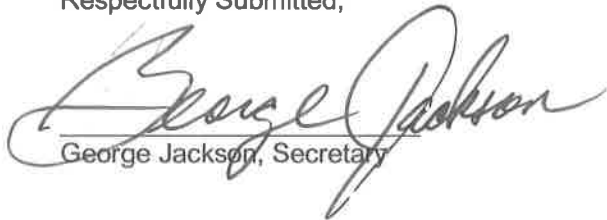
Mr. Smith reviewed last month's discussion of the past use of a Lobbyist by the Authority specifically the success of grant funds for Ferry operations. Mr. Smith commented on local businessman, Mr. Lee Hughes of Hughes Public Affairs as a potential candidate for the Authority's lobbying needs at \$5k per month. Mr. Tollison and Ms. Quattlebaum affirmed Mr. Smith's comments on selecting Mr. Hughes. Motion made by Mr. Center to ratify the Executive Committee February motion to obtain Mr. Lee Hughes services as a Lobbyist for the Authority; seconded by Mr. Polote, approved by voice vote.

Mr. Smith commented on the Convention Center Hotel RFQ process and reminded everyone that submittals are due March 24th.

Mr. Smith then asked for any other business; Ms. Quattlebaum informed the board of the passing of Mr. Henry Monsees'(former GIMTCA board member) brother who recently lost his battle with cancer. Mr. Marinelli and Mr. Tollison commented on the Hutchinson Island signage at the end of the bridge. Mr. Coffey informed the board that the signage is restricted to GDOT typeface/geographic area regulations. Mr. Smith commented that additional assistance may be obtained by Ann Purcell, GDOT Board.

Mr. Smith adjourned the meeting at 11:45am.

Respectfully Submitted,



George Jackson, Secretary